

COMMONWEALTH OF VIRGINIA
Department of Information Technology

110 South Seventh Street
Richmond, Virginia 23219
(804) 371-5700

NEW SERVICE ANNOUNCEMENT

To: Telco Coordinators

From: Robert H. Davidson, Director of Integrated Telecommunications
Department of Information Technology

Re: New Statewide Contract for Video and Audio Teleconferencing

Date: 15 November 2002

Tight budgets typically mean travel restrictions but your work still has to be done. Video and audio teleconferencing are great alternatives to costly travel. Electronic meetings give users the advantages of collaboration for training, administrative meetings and projects requiring expertise from people in distant locations without the downtime or budget impact of travel.

To support you in adopting or expanding teleconferencing, DIT has developed state contracts to make it easier and less costly for agencies to procure video conferencing equipment and technical consulting services.

Video equipment is now available from vendors like Polycom, VCon, Tandberg, First Virtual, Accord, Ezenia, Cannon, Smart Technologies, AMD, VTel and others. The contracts include teleconferencing equipment and auxiliaries like document cameras, speakerphones, cabling, microphones, and more.

Integration, installation, maintenance and training services are included on the contracts so agencies can purchase only the support they need from the vendors.

Three vendors are represented on the contract:

- Wire One <http://www.wireone.com/>
- Applied Global Technologies <http://www.appliedglobal.com/>
- The Whitlock Group <http://www.whitlock.com/>

DIT teleconferencing professionals are available to assist you in the selection and purchase of video equipment solution which will meet the special needs of your organization.

For more information on these services, please feel free to contact one of our video specialists:

Anne Hardwick - (804) 371-5525 or e-mail ahardwick@dit.state.va.us

Bob Keeton - (804) 371-5590 or e-mail rkeeton@dit.state.va.us